

### **CREDIT UNION DIVISION**

The CREDIT UNION DIVISION is responsible for supervision and examination of each state-chartered credit union. Like their counterparts in the Bank Division, credit union examiners perform safety and soundness examinations of each credit union and determine compliance with governing laws and regulations. Credit union examiners perform evaluations of each credit union's assets, liabilities, income, and expenses in order to assess the solvency of the credit union. They also investigate consumer complaints involving credit unions.

The Credit Union Division conducted a voluntary survey at the conclusion of every examination. The survey was mailed with each report of examination. The purpose of the evaluation was to measure the overall efficiency and effectiveness of the examination and to determine adequacy of communication skills. Mr. David Wilson of the Tennessee Credit Union League assured the confidentiality and integrity of this process of data accumulation and summaries. The results of the survey reveal that 90% of the 71 total credit unions responding definitely or generally agreed that the examination process met its goals.

The Credit Union Division received its re-accreditation from the National Association of State Credit Union Supervisors (NASCUS). The NASCUS accreditation is for a five-year period. Additionally, division examiners and supervisors have applied for their NASCUS certifications. The results of this certification process will place our examiners on a national level with other examiners ensuring professionalism, degree of education, and continuing education.

The Division had an increase of 52% in the number of field of membership and by-law approvals with an average processing time of 9.25 days. This represents a 22% improvement in the processing time. The Division met its regulatory requirement for conducting examinations with an improvement in the number of days to process an examination to 19 days. The Division also established an off-site monitoring and follow-up program. This resulted in a substantial improvement in the overall safety and soundness of our state-chartered credit unions.

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### **NEW CHARTERS AND CORPORATE REORGANIZATIONS**

#### **MERGERS**

July 1, 2000 H.I.S. Bruceton Savings Association Credit Union merged

with Johnsonville TVA Employees Credit Union, Camden,

Tennessee.

October 20, 2000 John Sevier TVA Employees Credit Union merged with

Appalachian Federal Credit Union, Kingsport, Tennessee.

December 4, 2000 Caney Fork Cooperative Credit Union merged with Beacon

Federal, East Syracuse, New York.

### **NAME CHANGES**

#### DATE OF CHANGE NAME OF INSTITUTION

September 21, 2000 Nashville Memorial Hospital Credit Union changed its name

to NMH Credit Union, Nashville, Tennessee.

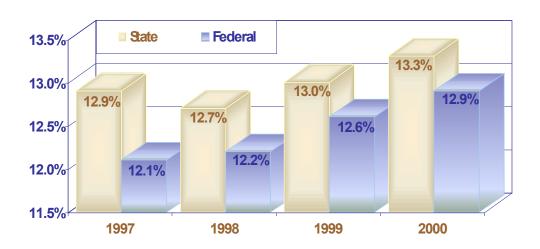
### **CUSO'S**

#### DATE OF APPROVAL NAME OF CUSO

April 4, 2000 East Tennessee Credit Union Services, Inc., CUSO for

Lowland Credit Union, Lowland, Tennessee.

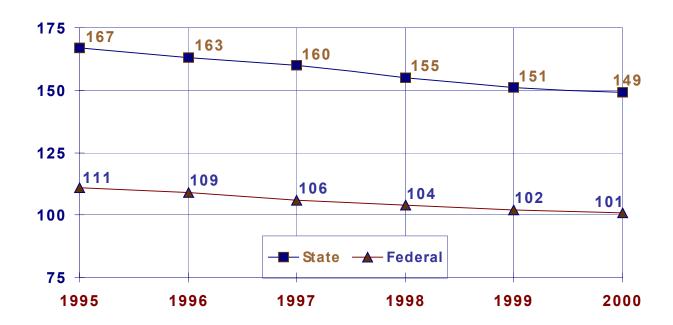
### **NET WORTH TO ASSET RATIOS FOR TENNESSEE CREDIT UNIONS**



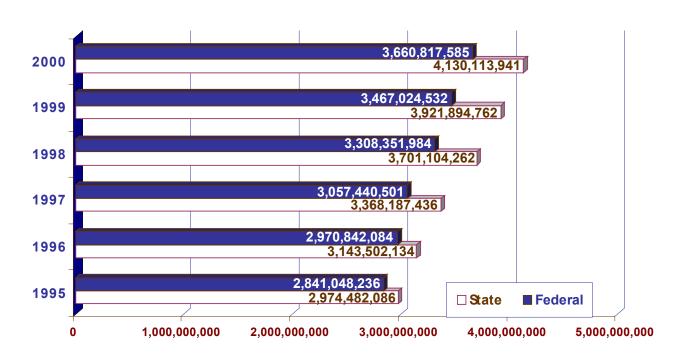
#### **RETURN ON ASSETS**



#### **NUMBER OF CREDIT UNIONS IN TENNESSEE**



#### **CREDIT UNION ASSETS IN TENNESSEE**



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# KEY RATIOS FOR STATE-CHARTERED CREDIT UNIONS

	December 2000	December 1999
RATIO DESCRIPTION		
CAPITAL ADEQUACY		
Net Worth/Total Assets	13.3%	13.0%
Total Delinquent Loans/Net Worth	3.2%	3.1%
Solvency Evaluation (Estimated)	116.0%	115.2%
Classified Assets (Estimated)/Net Worth	3.7%	3.7%
ASSET QUALITY		
Delinquent Loans/Total Loans	0.6%	0.6%
Net Charge-Offs/Average Loans	0.3%	0.3%
Fair (Market) Value/Book Value (HTM Invests)	101.0%	97.9%
Accumulated Unreal G-L On AFS/CST of Invest AFS	0.5%	-2.5%
Delinquent Loans/Assets	0.4%	0.4%
EARNINGS		
Return on Average Assets	1.0%	1.1%
Gross Income/Average Assets	8.4%	8.1%
Cost of Funds/Average Assets	3.6%	3.4%
Net Margin/Average Assets	4.7%	4.7%
Operating Expense/Average Assets	3.5%	3.4%
Provision for Loan Losses/Average Assets	0.3%	0.3%
Net Interest Margin/Average Assets	3.8%	3.7%
Operating Expense/Gross Income	41.9%	42.7%
Fixed Assets and Oreos/Total Assets	2.0%	2.0%
Net Operation Expense/Average Assets	2.8%	2.8%
ASSET/LIABILITY MANAGEMENT		
Net Long-term Assets/Total Assets	28.1%	29.6%
Reg Shares/Total Shares and Borrowings	28.9%	31.0%
Total Loans/Total Shares	83.4%	81.3%
Total Loans/Total Assets	68.9%	68.2%
Cash + Short-term Investments/Assets	16.5%	19.8%
Total Shares, Deposits and Borrows/Earning Assets	89.7%	102.3%
Borrowings/Total Shares and Capital	1.8%	2.4%
Estimated Loan Maturity in Months	32.4%	26.2%
OTHER RATIOS		
Market Growth	5.2%	3.6%
Net Worth Growth	7.8%	8.4%
Loan Growth	8.0%	7.9%
Asset Growth	5.3%	6.0%
Investment Growth	66.5%	-36.6%

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# KEY RATIOS FOR TENNESSEE FEDERALLY-CHARTERED CREDIT UNIONS

	December 2000	December 1999
RATIO DESCRIPTION		
CAPITAL ADEQUACY		
Net Worth/Total Assets	12.9%	12.6%
Total Delinquent Loans/Net Worth	3.0%	2.9%
Solvency Evaluation (Estimated)	115.0%	114.3%
Classified Assets (Estimated)/Net Worth	3.2%	3.2%
ASSET QUALITY		
Delinquent Loans/Total Loans	0.6%	0.5%
Net Charge-Offs/Average Loans	0.3%	0.3%
Fair (Market) Value/Book Value (HTM Invests)	100.4%	98.1%
Accumulated Unreal G-L On AFS/CST of Invest AFS	-0.1%	-1.8%
Delinquent Loans/Assets	0.4%	0.4%
EARNINGS		
Return on Average Assets	1.0%	1.0%
Gross Income/Average Assets	8.1%	7.9%
Cost of Funds/Average Assets	3.6%	3.4%
Net Margin/Average Assets	4.5%	4.5%
Operating Expense/Average Assets	3.3%	3.3%
Provision for Loan Losses/Average Assets	0.2%	0.3%
Net Interest Margin/Average Assets	3.6%	3.6%
Operating Expense/Gross Income	40.3%	41.5%
Fixed Assets and Oreos/Total Assets	2.1%	2.1%
Net Operation Expense/Average Assets	2.6%	2.7%
ASSET/LIABILITY MANAGEMENT		
Net Long-term Assets/Total Assets	23.3%	24.5%
Reg Shares/Total Shares and Borrowings	36.3%	38.7%
Total Loans/Total Shares	79.5%	78.4%
Total Loans/Total Assets	68.4%	67.8%
Cash + Short-term Investments/Assets	15.9%	15.4%
Total Shares, Deposits and Borrows/Earning Assets	91.2%	96.7%
Borrowings/Total Shares and Capital	0.2%	0.3%
Estimated Loan Maturity in Months	28.5%	24.8%
OTHER RATIOS		
Market Growth	5.0%	4.6%
Net Worth Growth	8.4%	8.5%
Loan Growth	6.5%	7.3%
Asset Growth	5.6%	4.8%
Investment Growth	26.2%	-15.5%

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	December 2000	December 1999	\$ Change	% Change
ASSETS				
CASH				
Cash on Hand / *	55,581,568	N/A	_	_
Cash on Deposit / *	291,569,658	N/A	_	_
Cash Equivalents / *	58,533,915	N/A	_	_
TOTAL CASH	405,685,141	495,701,469	-90,016,328	-18.2
INVESTMENTS				
U.S. Government Obligations	40,538,730	38,099,247	2,439,483	6.4
Federal Agency Securities	418,624,849	375,904,990	42,719,859	11.4
All Mutual Funds	8,147,037	10,301,961	-2,154,924	-20.9
Total MCSD and PIC In Corporate	19,582,847	18,493,296	1,089,551	5.9
Corporate Central (CD)	73,033,362	49,311,612	23,721,750	48.1
Banks and S&Ls (CD)	123,709,311	107,711,640	15,997,671	14.9
DEP IN and Loans to Other Credit Unions	3,346,249	3,558,549	-212,300	-6.0
All Other Investments	13,884,566	27,874,364	-13,989,798	-50.2
TOTAL INVESTMENTS	700,866,950	631,255,659	69,611,291	11.0
LOANS AND LEASES				
Unsecured Credit Card Loans	130,023,580	122,026,100	7,997,480	6.6
All Other Unsecured Loans	260,837,798	245,818,613	15,019,185	6.1
New Auto Loans	585,360,680	542,015,681	43,344,999	8.0
Used Auto Loans	604,489,660	557,729,444	46,760,216	8.4
1st Mortgage Real Estate Loans	921,525,527	851,211,051	70,314,476	8.3
Other Real Estate Loans	255,939,377	233,618,173	22,321,204	9.6
Leases Receivable / **	4,325,484	1,155,557	3,169,927	274.3
Other Member Loans	122,430,283	116,759,577	5,670,706	4.9
All Other Loans	2,667,934	3,559,560	-891,626	-25.0
TOTAL LOANS	2,887,600,323	2,673,893,756	213,706,567	8.0
LESS: ALLOWANCE FOR LOAN AND LEASES	20,589,686	19,134,316	1,455,370	7.6
Other Real Estate Owned	5,716,723	1,813,707	3,903,016	215.2
Land and BLDG (Net of Depreciation)	58,877,359	56,692,038	2,185,321	3.9
Other Fixed Assets	17,548,610	18,158,980	-610,370	-3.4
Share INS CAP Deposit	32,089,437	29,924,871	2,164,566	7.2
Other Assets	42,319,084	33,588,598	8,730,486	26.0
TOTAL ASSETS	4,130,113,941	3,921,894,762	208,219,179	5.3
TOTAL CREDIT UNIONS	148	151	-3	-2.0

<sup>\*</sup> Data Not Available Prior to 2000

<sup>\*\*</sup> Data Not Available Prior to 1999

### **STATE-CHARTERED CREDIT UNIONS**

#### **Consolidated Balance Sheet**

(In Actual Numbers)

LIABILITIES, SHARES AND EQUITY	December 2000	December 1999	\$ Change	\$ Change
LIABILITIES				
Promissory and Other Notes Pay	71,780,349	90,752,096	-18,971,747	-20.9
Reverse Repo Agreement	0	0	-	-
Subordinated CDCU Debt	0	0	-	-
Uninsured Second Capital	0	0	-	-
Dividend/Interest Payable	13,650,722	11,058,081	2,592,641	23.4
Accounts Payable and Liabilities	29,255,309	27,516,094	1,739,215	6.3
TOTAL LIABILITIES	114,686,380	129,326,271	-14,639,891	-11.3
SAVINGS/DEPOSITS				
Share Drafts	387,039,194	341,779,389	45,259,805	13.2
Regular Shares	1,019,984,249	1,046,751,151	-26,766,902	-2.6
Money Market Shares	507,095,0544	537,431,121	-29,526,077	-5.5
Share Certificates	1,143,068,118	975,866,387	167,201,731	17.1
IRA/KEOGH Accounts	335,033,867	320,527,519	14,506,348	4.5
All Other Shares	63,690,316	65,171,540	-1,481,224	-2.3
Non-Member Deposits	4,855,445	3,405,218	1,450,227	42.6
TOTAL SAVINGS/DEPOSITS	3,461,576,242	3,290,932,334	170,643,908	5.2
EQUITY				
Undivided Earnings	306,657,736	278,619,822	28,037,914	10.1
Regular Reserves	170,637,953	159,384,028	11,253,925	7.1
Appropriations for Non-Conform Investments	1,000	1,000	0.0	0.0
Other Reserves	73,269,437	72,904,868	364,569	0.5
Miscellaneous Equity / *	1,522,561	N/A	-	-
Unrealized G/L A-F-S SEC	1,761,378	-9,273,560	11,034,938	119.0
Unrealized G/L CF Hedges / **	0	N/A	-	-
Other Comprehensive Income / **	1,254	N/A	-	-
Net Income	N/A	N/A	_	_
EQUITY TOTAL	553,851,319	501,636,158	52,215,161	10.4
TOTAL SAVINGS/EQUITY	4,015,427,561	3,792,568,492	222,859,069	5.9
TOTAL LIABILITY/SAVINGS/EQUITY	4,130,113,941	3,921,894,762	208,219,179	5.3
NCUA INSURED SAVINGS				
Uninsured Shares	231,575,658	184,797,120	46,778,538	25.3
Uninsured Non-Member Deposits	322,184	571,026	-248,842	-43.6
Total Uninsured Shares and Deposits	231,897,842	185,368,146	46,529,696	25.1
Insured Shares and Deposits	3,229,678,400	3,105,564,188	124,114,212	4.0

<sup>\*</sup> Contained in Other Reserves Prior to 2000

<sup>\*\*</sup> Contained in Unrealized G/L A-F-S Sec Prior to 2000

### STATE-CHARTERED CREDIT UNIONS

#### **Consolidated Income Statement**

(In Actual Numbers)

	December December			
	2000	1999	\$ Change	% Change
INCOME AND EXPENSE				
INTEREST INCOME				
Interest on Loans	233,975,572	214,961,126	19,014,446	8.8
Less Interest Refund	168,029	1,240,418	-1,072,389	-86.5
Income from Investments	64,047,725	58,095,347	5,952,378	10.2
Income from Trading	35,297	5,970	29,327	491.2
TOTAL INTEREST INCOME	297,890,565	271,822,025	26,068,540	9.6
INTEREST EXPENSE				
Dividends	87,030,576	73,778,617	13,251,959	18.0
Interest on Deposits	54,678,858	52,555,095	2,123,763	4.0
Interest on Borrowed Money	4,521,251	3,189,138	1,332,113	41.8
TOTAL INTEREST EXPENSE	146,230,685	129,522,850	16,707,835	12.9
Provision for Loan and Lease Losses	11,129,929	11,392,532	-262,603	-2.3
NET INTEREST INCOME AFTER PLL	140,529,951	130,906,643	9,623,308	7.4
NON-INTEREST INCOME				
Fee Income	27,267,147	24,171,058	3,096,089	12.8
Other Operating Income	12,090,171	11,359,731	730,440	6.4
Gain (Loss) on Investments	-227,124	105,521	-332,645	-315.2
Gain (Loss) on Disposable Assets	29,939	25,239	4,700	18.6
Other Non-Operating Income and Expense	2,698,856	4,729,982	-2,031,126	-42.9
TOTAL NON-INTEREST INCOME	41,858,989	40,391,531	1,467,458	3.6
NON-INTEREST EXPENSE				
Employee Compensation and Benefits	72,843,274	67,333,105	5,510,169	8.2
Travel, Conference Expense	2,273,341	2,085,721	187,620	9.0
Office Occupancy	9,242,023	8,552,699	689,324	8.1
Office Operation Expense	30,695,048	28,317,212	2,323,836	8.2
Educational and Promotion	3,740,365	3,499,026	241,339	6.9
Loan Servicing expense	5,257,341	4,505,159	752,182	16.7
Professional, Outside Service	9,552,200	9,144,734	407,466	4.5
Member Insurance	2,354,515	2,573,438	-218,923	-8.5
Operating Fees	1,874,648	1,458,494	416,154	28.5
Miscellaneous Operating Expense	3,430,497	3,575,318	-144,821	-4.1
TOTAL NON-INTEREST EXPENSE	141,263,252	131,098,906	10,164,346	7.8
NET INCOME	41,125,688	40,199,268	926,420	2.3
RESERVE TRANSFERS				
Transfer to Regular Reserve / *	8.425.315	8.612.366	-187.051	-2.2
* Transfer to Regular Reserves (Gross) Prior to 2000				

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# FEDERALLY-CHARTERED CREDIT UNIONS Consolidated Balance Sheet

(In Actual Numbers)

ASSETS	December 2000	December 1999	\$ Change	% Change
CASH				
Cash on Hand / *	75,424,064	N/A	_	_
Cash on Deposit / *	189,535,257	N/A	_	_
Cash Equivalents / *	36,885,126	N/A	_	_
TOTAL CASH	301,844,447	235,217,196	66,627,251	28.33
INIVECTMENTS				
INVESTMENTS  ILS Covernment Obligations	16 274 202	18 000 704	1 626 421	0.04
U.S. Government Obligations	16,374,283	18,000,704	-1,626,421	-9.04
Federal Agency Securities All Mutual Funds	492,961,598	454,538,863	38,422,735	8.45
Total MCSD and PIC In Corporate	12,827,893 18,209,795	26,454,828 16,794,668	-13,626,935 1,415,127	-51.51 8.43
Corporate Central (CD)		102,434,581	-48,438,716	-47.29
Banks and S&Ls (CD)	53,995,865	119,201,459		-47.29 1.01
DEP IN and Loans to Other Credit Unions	120,402,907	9,009,576	1,201,448 -3,349,253	-37.17
	5,660,323		-3,349,233 -1,186,558	
All Other Investments	13,023,547	14,210,105	, ,	-8.35
TOTAL INVESTMENTS	733,456,212	760,644,784	-27,188,572	-3.57
LOANS AND LEASES				
Unsecured Credit Card Loans	140,154,943	129,870,440	10,284,503	7.92
All Other Unsecured Loans	232,483,230	224,808,444	7,784,786	3.41
New Auto Loans	518,808,597	489,205,462	29,603,135	6.05
Used Auto Loans	528,874,318	491,126,750	37,747,568	7.69
1st Mortgage Real Estate Loans	805,167,954	769,379,490	35,788,464	4.65
Other Real Estate Loans	175,515,887	149,025,190	26,490,697	17.78
Leases Receivable / **	1,334,804	8,325,569	-6,990,765	-83.97
Other Member Loans	94,837,293	86,796,784	8,040,509	9.26
All Other Loans	7,327,034	2,448,817	4,878,217	199.21
TOTAL LOANS	2,504,504,060	2,350,986,946	153,517,114	6.53
LESS: ALLOWANCE FOR LOAN AND LEASES	15,171,425	14,081,942	1,089,483	7.74
Other Real Estate Owned	1,089,001	127,452	961,549	754.44
Land and BLDG (Net of Depreciation)	60,330,912	58,554,262	1,776,650	3.03
Other Fixed Assets	14,034,183	15,505,543	-1,471,360	-9.49
Share INS CAP Deposit	29,096,154	27,548,373	1,547,781	5.62
Other Assets	31,634,041	32,521,918	-887,877	-2.73
TOTAL ASSETS	3,660,817,585	3,467,024,532	193,793,053	5.59
TOTAL CREDIT UNIONS	101	102	-1	-0.98

<sup>\*</sup> Data Not Available Prior to 2000

<sup>\*\*</sup> Data Not Available Prior to 1999

### **FEDERALLY-CHARTERED CREDIT UNIONS**

#### **Consolidated Balance Sheet**

(In Actual Numbers)

	December 2000	December 1999	\$ Change	% Change
LIABILITIES, SHARES AND EQUITY				
LIABILITIES				
Promissory and Other Notes Pay	8,556,950	9,687,294	-1,130,344	-11.7
Reverse Repo Agreement	0	0	_	_
Subordinated CDCU Debt	0	0	-	_
Uninsured Second Capital	0	0	-	_
Dividend/Interest Payable	15,610,190	13,055,359	2,554,831	19.6
Accounts Payable and Liabilities	14,214,634	13,890,451	324,093	2.3
TOTAL LIABILITIES	38,381,774	36,633,194	1,748,580	4.8
SAVINGS/DEPOSITS				
Share Drafts	378,672,718	351,343,803	27,328,915	7.8
Regular Shares	1,146,001,504	1,163,844,528	-17,843,024	-1.5
Money Market Shares	297,311,875	302,802,505	-5,490,630	-1.8
Share Certificates	946,232,052	801,188,906	145,043,146	18.1
IRA/KEOGH Accounts	348,379,022	344,610,894	3,768,128	1.1
All Other Shares	31,489,392	35,067,128	-3,577,736	-10.2
Non-Member Deposits	1,636,526	1,487,492	149,034	10.0
TOTAL SAVINGS/DEPOSITS	3,149,723,094	3,000,345,257	149,377,837	5.0
EQUITY				
Undivided Earnings	291,565,824	259,835,789	21,730,035	8.1
Regular Reserves	136,072,112	130,102,974	5,969,138	4.6
Appropriations for Non-Conform Investments	0	0	_	_
Other Reserves	45,271,130	36,451,429	8,819,701	24.2
Miscellaneous Equity / *	245,850	N/A	_	_
Unrealized G/L A-F-S SEC	-442,199	-6,344,111	5,901,912	93.0
Unrealized G/L CF Hedges / **	0	N/A	_	_
Other Comprehensive Income / **	0	N/A	-	_
Net Income	N/A	N/A	-	_
EQUITY TOTAL	472,712,717	430,046,081	42,666,636	9.9
TOTAL SAVINGS/EQUITY	3,622,435,811	3,430,391,338	192,044,473	5.6
TOTAL LIABILITY/SAVINGS/EQUITY	3,660,817,585	3,467,024,532	193,793,053	5.6
NCUA INSURED SAVINGS				
Uninsured Shares	155,073,561	140,721,124	14,352,437	10.2
Uninsured Non-Member Deposits	451,328	81,630	369,698	452.9
Total Uninsured Shares and Deposits	155,524,889	140,802,754	14,722,135	10.5
Insured Shares and Deposits	2,994,198,205	2,859,542,503	134,655,702	4.7

<sup>\*</sup> Contained in Other Reserves Prior to 2000

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<sup>\*\*</sup> Contained in Unrealized G/L A-F-S Sec Prior to 2000

### FEDERALLLY-CHARTERED CREDIT UNIONS

#### **Consolidated Income Statement**

(In Actual Numbers)

	December 2000	December 1999	\$ Change	% Change
INCOME AND EXPENSE				
INTEREST INCOME				
Interest on Loans	201,215,406	185,224,797	15,990,609	8.6
Less Interest Refund	614,282	138,323	475,959	344.1
Income from Investments	54,956,375	52,547,455	2,408,920	4.6
Income from Trading	0	0	_	_
TOTAL INTEREST INCOME	255,557,499	237,633,929	17,923,570	7.5
INTEREST EXPENSE				
Dividends	127,576,452	113,912,781	13,663,671	12.0
Interest on Deposits	0	0	-	-
Interest on Borrowed Money	631,435	605,210	26,225	4.3
TOTAL INTEREST EXPENSE	128,207,887	114,517,991	13,689,896	12.0
Provision for Loan and Lease Losses	8,906,535	8,597,621	308,914	3.6
NET INTEREST INCOME AFTER PLL	118,443,077	114,518,317	3,924,760	3.4
NON-INTEREST INCOME				
Fee Income	23,507,639	20,849,403	2,658,236	12.7
Other Operating Income	9,744,125	8,938,411	805,714	9.0
Gain (Loss) on Investments	-13,185	477,437	-490,622	-102.8
Gain (Loss) on Disposable Assets	157,210	60,257	96,953	160.9
Other Non-Operating Income and Expense	950,811	609,553	341,258	56.0
TOTAL NON-INTEREST INCOME	35,346,600	30,935,061	3,411,539	11.0
NON-INTEREST EXPENSE				
Employee Compensation and Benefits	57,726,724	54,682,208	3,044,516	5.6
Travel, Conference Expense	1,664,004	1,629,098	34,906	2.1
Office Occupancy	7,855,983	77,584,248	271,735	3.6
Office Operation Expense	23,934,274	23,702,263	232,011	1.0
Educational and Promotion	3,394,276	3,127,854	266,422	8.5
Loan Servicing expense	3,967,554	3,632,634	334,920	9.2
Professional, Outside Service	11,888,364	11,047,808	840,556	7.6
Member Insurance	2,116,174	2,233,031	-116,857	-5.2
Operating Fees	969,034	893,703	75,331	8.4
Miscellaneous Operating Expense	2,865,360	2,548,031	317,329	12.5
TOTAL NON-INTEREST EXPENSE	116,381,747	111,080,878	5,300,869	4.8
NET INCOME	36,407,930	34,372,500	2,035,430	5.9
RESERVE TRANSFERS				
Transfer to Regular Reserve / *	7,872,464	7,715,696	156,768	2.0
*Transfer to Regular Reserves (Gross) Prior to 2000				

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### **STATE-CHARTERED CREDIT UNIONS**

Credit Union Name	Address	City	Zip	Full– time Emp.	# of Members	Total Assets
A.U.B. EMPLOYEES'	P. O. Box 689	Athens	37303	0	225	641,547
AFG EMPLOYEES	P.O. Box 919	Kingsport	37662	9	3618	13,264,959
ALADDIN EMPLOYEES	703 Murfreesboro Rd.	Nashville	37210	5	2380	9,327,723
ALLIED PRINTERS/IBEW 846	P.O. Box 4008	Chattanooga	37405	3	1162	4,191,856
AMERICAN FEDERAL SAV.	3048 Harvester Ln.	Memphis	38127	44	19653	42,965,033
AMERICAN UNIFORM	1007 Keith St. NW	Cleveland	37311	4	2327	5,978,987
APCO EMPLOYEES'	2000 Tellico Ave.	Athens	37303	0	527	1,408,052
APPLIANCE	P. O. Box 2790	Cleveland	37320	4	2580	6,324,906
AQUA GLASS EMPLOYEES	Industrial Park	Adamsville	38310	1	989	842,686
AVERITT EXPRESS S.A.	P.O. Box 3166	Cookeville	38502	2	4667	5,001,968
BAPTIST HOSPITAL	2010 Church St., Ste. 204	Nashville	37203	8	3477	11,374,347
BCBST EMPLOYEES	801 Pine St.	Chattanooga	37402	3	2181	4,951,205
BETHLEHEM COMMUNITY DEV.	P.O. Box 2131	Chattanooga	37409	1	308	867,446
BLAZER	PO Box 2310	Cleveland	37320	1	658	933,478
BLUE FLAME	665 Mainstream Dr.	Nashville	37228	2	650	2,577,590
BOWATERS EMPLOYEES	P.O. Box 359	Calhoun	37309	23	8991	80,139,213
BRISTOL TENN ELECTRIC SYS.	P.O. Box 549	Bristol	37621	0	266	818,653
BRISTOL TENNESSEE TEACHER'S	615 Edgemont Ave.	Bristol	37620	1	590	2,435,146
BROCK EMPLOYEES	P.O. Box 22427	Chattanooga	37422	1	513	1,420,333
CARTA EMPLOYEES'	1617 Wilcox Blvd.	Chattanooga	37406	0	365	742,746
CECO OF MILAN	9159 Telecom Dr.	Milan	38358	0	345	568,768
CEMC EMPLOYEES	P.O. Box 3300	Clarksville	37043	0	459	2,044,092
CHATTANOOGA FED. EMP.	P.O. Box 22205	Chattanooga	37422	8	2772	22,483,147
CITY EMPLOYEES	100 E. 11th,	Chattanaga	27402	c	2457	
CITY EMPLOYEES	106 City Hall Annex	Chattanooga	37402	6	2457	8,431,516
CITY EMPLOYEES	1720 Western Ave.	Knoxville	37921	15	6599	41,548,869
CITY OF MEMPHIS	2608 Avery Ave.	Memphis	38112	45	15999	120,627,807
COLLEGEDALE	P.O. Box 2098	Collegedale	37315	13	5762	21,326,299
COLUMBIA REGIONAL	142 Bear Creek Pk.	Columbia	38401	5	1983	8,388,833
CONSUMER	311 CCU Blvd.	Greenville	37745	30	20136	86,191,123
CO-OP EMPLOYEE	P.O. Box 300	Lavergne	37086	1	1004	2,431,588
COVENANT HEALTH	702 19th St.	Knoxville	37916	11	5586	16,342,668
C.U. FOR ROBERTSON COUNTY	2416 Memorial Blvd.	Springfield	37172	8	3800	10,541,705
D.H.S.	400 Deaderick St.	Nashville	37248	4	2657	6,512,176
D.O.T.	Ste. 300, J.K. Polk Bldg.	Nashville	37243	4	2054	3,457,730
DIXIE LINE	567 Veritas Dr.	Nashville	37211	4	1391	4,968,145
DOBBS EMPLOYEES S.A.	5100 Poplar Ave.	Memphis	38018	5	4799	6,565,123
DREMCO	P.O. Box 89	Shelbyville	37162	0	444	2,245,128
DUPONT COMMUNITY	P.O. Box 1058	Hixson	37343	32	15000	64,257,716
DUPONT MEMPHIS PLANT EMP.	P.O. Box 27321	Memphis	38167	4	2091	13,107,380
DYERSBURG	P.O. Box 506	Dyersburg	38025	6	2653	5,966,352
EASTMAN	P.O. Box 1989	Kingsport	37662	150	46677	896,288,613
EDUCATORS	P. O. BOX 120729	Nashville	37212	79	25609	123,309,291
ELECTRIC SERVICE	P. O. Box 24117	Nashville	37202	11	3038	33,456,677
EMPLOYEE RESOURCES	P. O. Box 987	Lawrenceburg	38464	9	3952	14,538,089
EMPLOYEES' CREDIT ASSN.	P.O. Box 731 Ste. 148	Nashville	37202	22	8409	25,605,074
EMPLOYMENT SECURITY	500 James Robertson Pkwy., Ste. 730	Nashville	37245	5	2116	11,535,869
EPB EMPLOYEES	1500 McCallie Ave.	Chattanooga	37404	6	2424	21,142,009
EPCO	P. O. Box 1219	Shelbyville	37162	30	9423	60,081,101
FIRST KINGSPORT	408 Clay St.	Kingsport	37660	11	2995	15,233,656

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FIRST COUTLI	C471 State Dd Sta 200	Doublass	20124	100	F0000	220 754 210
FIRST SOUTH FREE PRESS	6471 State Rd., Ste. 200 400 East 11 <sup>th</sup> St.	Bartlett Chattanooga	38134 37403	109 1	50098 539	220,754,218 2,015,296
FULTON	100 N. 17th St.	Knoxville	37403	20	7016	31,600,324
GALLATIN STEAM PLANT	1499 Steam Plant Rd.	Gallatin	37066	1	682	4,176,468
GATEWAY	202 Uffelman Dr.	Clarksville	37043	6	1616	4,949,748
GOLDSMITH EMPLOYEES	4545 Poplar Ave.	Memphis	38117	1	379	457,600
GREATER EASTERN	2110 Mountcastle Dr.	Johnson City	37604	8	3111	19,228,009
GREENEVILLE CITY EMPLOYEES'	129 Charles St., Ste. 3	Greeneville	37743	1	740	3,545,682
GREENEVILLE WORKS EMP. S.A.	P.O. Box 1790	Greeneville	37744	0	476	1,685,799
HAPPY VALLEY	P.O. Box 1838	Elizabethton	37644	9	4391	16,945,848
HARDIN CTY HOSPITAL EMPLS.	2006 Wayne Rd.	Savannah	38372	0	259	564,364
HEALTH SYSTEMS	4005 N. Broadway	Knoxville	37917	4	1729	5,155,686
HEALTHCARE SERVICES	975 East Third St.	Chattanooga	37403	8	3542	9,281,205
HOLLEY	P.O. Box 398	Paris	38242	8	3619	11,031,148
HOLLISTON MILLS EMPLOYEES'	P.O. Box 478	Kingsport	37662	1	386	1,608,195
HOLSTON VALLEY	216 West Ravine Rd.	Kingsport	37660	6	3017	8,502,805
HURD EMPLOYEES	P.O. Box 2157	Greeneville	37744	1	499	2,020,869
ILLINOIS CENTRAL EMPLOYEES	2005 Nonconnah Blvd., Ste. 7	Memphis	38132	2	1598	5,021,366
INLAND CONTAINER CU	P.O. Box 1795	Elizabethton	37644	1	215	1,248,010
JACK DANIELS EMPLOYEES	P.O. Box 199	Lynchburg	37352	2	979	6,802,162
JACKSON CITY AND CTY EMPLS.	P.O. Box 7625	Jackson	38302	4	1733	3,903,014
JEFFERSON CTY EDUCATORS'	P.O. Box 1044	Dandridge	37725	0	535	500,289
JOHN DEERE EMPLOYEES	3003 Airways Blvd., Ste. 709	Memphis	38131	2	671	5,596,563
JOHNSON CITY FED. EMPLS.	P.O. Box 833	Johnson City	37605	0	135	337,815
JOHNSONVILLE TVA EMPLS.	209 Hwy 641 North	Camden	38320	14	6261	31,320,716
KIMBERLY CLARK	1520 N Second St.	Memphis	38107	22	9731	59,221,185
KINGSPORT PRESS CU	528 W. Center St.	Kingsport	37660	19	6103	28,784,607
KINGSTON TVA EMPLOYEES	174 Swan Pond Rd.	Harriman	37748	1	801	2,352,266
KNOX CO. EMPLOYEES	400 Main Ave., Rm 355	Knoxville	37902	4	1779	5,129,204
KNOXVILLE NEWS SENTINEL	204 W. Church Ave.	Knoxville	37902	3	775	7,111,896
KNOXVILLE POST OFFICE	P. O. Box 12779	Knoxville	37912	21	6604	30,180,840
KNOXVILLE TVA EMPLOYEES	P. O. Box 15994	Knoxville	37901	152	64056	316,184,114
L.M.P.C.O. EMPLS CREDIT ASSN.	119 Hamlett St.	Lexington	38351	1	1239	1,061,765
LAKESIDE EMPLS.	1008 Broadway Ave.	New Johnsonville	37134	13	3553	27,201,246
LANGSTON BAG CO. EMP. S.A.	P. O. Box 60	Memphis	38101	0	62	44,584
LEADERS CREDIT UNION	P.O. Box 3548	Jackson	38303	25	12118	43,169,478
LEAGUE CENTRAL	P.O. Box 3658	Chattanooga	37404	19	12827	22,354,716
LEON-FERENBACH EMPLOYEES	P.O. Box 450	Johnson City	37605	0	87	105,963
LIFEWAY	127 Ninth Ave., North	Nashville	37234	7	2914	22,347,071
LOWLAND	1045 South Cumberland St.	Morristown	37813	24	9685	38,918,772
M.P.D. EMPLOYEES	306 Gay St., Ste. 105	Nashville	37201	6	1893	7,665,170
MADISON COUNTY IND. PARK	822 Whitehall St.	Jackson	38301	2	1697	1,527,752
MARYVILLE MUNICIPAL	321 W. Broadway Ave.	Maryville	37801	4	1163	5,613,673
MAURY EDUCATORS'	5021 - B1 Trotwood Ave.	Columbia	38401	4	1657	6,079,226
MAURY PROGRESSIVE	P.O. Box 1879	Columbia	38401	4	1771	5,176,814
MCKEE BAKING CO. EMPLOYEES	P.O. Box 3301	Collegedale	37315	7	4933	10,744,208
MCNAIRY CO. EDUCATIONAL	P.O. Box 412	Selmer	38375	0	277	226,041
MCQUIDDY	711 Spence Ln.	Nashville	37217	0	88	211,889
MEDICAL CENTER	205 Hayes St.	Crossville	38555	6	1901	8,263,293
MEDICAL CENTER	400 N. State of Franklin Rd.	Johnson City	37604	6	3294	6,804,408
MEMORIAL HOSPITAL FMR	P.O. Box 703	Morristown	37815	12 8	4623	18,739,983
MEMORIAL HOSPITAL EMP	1317 Hickory Valley Rd.	Chattanooga	37421		3698	8,224,973
MEMPHIS AREA TEACHERS' MEMPHIS PUBLISHING CO. EMP.	7845 Hwy 64 495 Union Ave.	Memphis Memphis	38133 38103	155 4	73479 1442	359,967,637
METRO EMPLOYEES	700 2nd Ave. S.	Memphis Nashville	37210	8	3112	9,106,827
METROPOLITAN TEACHERS	1605 Jefferson St.	Nashville Nashville	37210	0	844	10,329,849
N M H CREDIT UNION	Skyline Medical Plaza, G-10	Nashville Nashville	37208 37207	5	844 2282	2,180,413 11,147,645
N M II CREDII UNION	Skyllile Meulcal Flaza, U-10	inastiville	31201	J	2202	11,147,043

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N.C.II	1010 411 : 6:	N 1 111	27200	_	1055	5.040.035
N.G.H.	1818 Albion St.	Nashville	37208	7	1855	5,948,825
NASHVILLE FIREMEN'S	P.O. Box 60567	Nashville	37206	5	1680	9,146,940
NASHVILLE POST OFFICE	P.O. Box 291233	Nashville	37229	15	5189	58,690,743
NEWSPAPER AND PRINTERS	1100 Broadway	Nashville	37203	1	791	2,487,640
NORTHEAST COMMUNITY	980 West E St.	Elizabethton	37643	19	6722	28,976,629
O.M.C. EMPLOYEES'	P.O. Box 248	Charleston	37310	2	1761	18,765,670
OLAN MILLS SAV. ASSN.	P.O. BOX 2345	Chattanooga	37422	2	1296	4,739,565
OLD HICKORY EMPLOYEES	P.O. Box 431	Old Hickory	37138	89	30177	126,025,868
OLIVET BAPTIST	3084 Southern Ave.	Memphis	38111	0	763	167,887
P.I.A.S.	P.O. Box 100310	Nashville	37224	4	3443	5,324,972
PARCEL EMPLOYEES	3385 Airways Blvd., Ste. 133	Memphis	38116	4	2638	6,609,824
PARKRIDGE	P.O. Box 3146	Chattanooga	37404	2	805	2,514,400
PATHWAY	P.O. Box 2035	Cleveland	37320	2	1072	2,423,882
PEOPLES CHOICE	1500 South First St.	Union City	38261	9	3329	11,122,782
PORTER-CABLE EMPLOYEES	P.O. Box 2468	Jackson	38302	1	981	1,392,119
POSTAL EMPLOYEES	57 Directors Row	Jackson	38305	10	3681	18,286,640
POSTAL EMPLOYEES	P.O. Box 2278	Memphis	38101	11	3306	16,367,630
PRC EMPLOYEES CREDIT ASSN.	P.O. Box 758	Paris	38242	2	1189	1,273,920
PROFESSIONAL TEACHERS	211 W. College	McMinnville	37110	1	501	937,404
ROHM AND HAAS EMPLOYEES	P. O. Box 591	Knoxville	37901	0	1043	10,460,483
SIGNAL CEMENT WORKERS	1201 Suck Creek Rd.	Chattanooga	37405	0	474	1,812,821
SMITH & NEPHEW EMPLOYEES	1450 E. Brooks Rd.	Memphis	38116	4	1660	6,238,122
SOUTHERN	P.O. Box 3490	Chattanooga	37404	8	3498	15,343,006
SOUTHERN RAILWAY EMPLS.	3261 North Mall Rd.	Knoxville	37924	0	1804	11,504,925
ST. THOMAS HOSPITAL EMPLS.	111 Bosley Spring Rd., Ste. 101	Nashville	37205	4	2600	10,845,333
SULLIVAN COUNTY EMPLS.	3306 Hwy. 126	Blountville	37617	6	2284	10,199,562
TENNESSEE DEPT OF SAFETY	1150 Foster Ave.	Nashville	37210	2	1648	4,575,822
TENNESSEE PAPER MILLS	P.O. Box 4008	Chattanooga	37405	1	415	2,896,606
TENNESSEE TEACHERS	P.O. Box 22881	Nashville	37202	81	30569	155,920,005
TENNESSEE TELCO	P.O. Box 6000	Brentwood	37024	51	17365	127,584,047
TENNESSEE WORKERS	P. O. Box 60009	Nashville	37206	29	12738	31,594,923
THE SAINTS	6005 Park Ave., Ste. 104	Memphis	38119	2	1650	2,770,721
TOP-O-RING EMPLOYEES	104 Hartmann Dr.	Lebanon	37087	0	321	759,342
U. S. COURTHOUSE	P.O. Box 25047	Nashville	37202	31	13113	68,449,791
U. S. T. C. EMPLOYEES	800 Harrison St.	Nashville	37203	0	268	552,595
UNITED CREDIT UNION	4329 HWY 66 Ste. 5	Rogersville	37857	2	1154	2,590,772
VANDERBILT UNIV. EMPLS.	1313 21st Ave. S., Rm. 107	Nashville	37212	6	5065	11,105,496
WALLACE HARDWARE EMPLS.	P.O Box 687	Morristown	37815	0	330	623,668
WCG EMPLOYEES	P.O. Box 284	Martin	38237	0	261	504,707
WEAVEXX	P.O Box 1030	Greeneville	37744	0	250	1,367,992
WILLIS CORROON	26 Century Blvd., Ste. 101	Nashville	37214	4	3474	7,795,539
YAT EMPLOYEES	100 Yale Ave.	Lenoir City	37771	2	983	3,579,198
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